
5 Tips on Good Vendor Relationships

by SCORE "Counselors to America's Small Business."

- Get to know your suppliers. Use new technology for communication, but don't forget the personal touch of a phone conversation.
- Consider your vendors as a part of your team and treat them as such.
- Make sure they understand your needs and expectations.
- Show appreciation for good service or for a new product that's just right for you.
- Pay on time. If you can't, let your vendors know right away and work out a payment plan. That's when knowing them personally will be invaluable.